(c) Notice. Under 15 U.S.C. 645(d), any person who misrepresents a firm's status as a small business concern in order to obtain a contract to be awarded under the preference programs established pursuant to sections 8(a), 8(d), 9, or 15 of the Small Business Act or any other provision of Federal law that specifically references section 8(d) for a definition of program eligibility, shall--

(1) Be punished by imposition of fine, imprisonment, or both;

(2) Be subject to administrative remedies, including suspension and debarment; and

(3) Be ineligible for participation in programs conducted under the authority of the Act.

52.219-2 Small Disadvantaged Business Concern Representation (FEB 1990)

(a) Representation. The offeror represents that it ____ is, X is not a small disadvantaged business concern.

(b) Definitions.

"Asian Pacific Americans," as used in this provision, means United States citizens whose origins are in Japan, China, the Philippines, Vietnam, Korea, Samoa, Guam, the U.S. Trust Territory of the Pacific Islands (Republic of Palau), the Northern Mariana Islands, Laos, Kampuchea (Cambodia), Taiwan, Burma, Thailand, Malaysia, Indonesia, Singapore, Brunei, Republic of the Marshall Islands, or the Federated States of Micronesia.

"Indian tribe," as used in this provision, means any Indian tribe, band, nation, or other organized group or community of Indians, including any Alaska Native Corporation as defined in 13 CFR 124.100 which is recognized as eligible for the special programs and services provided by the U.S. to Indians because of their status as Indians, or which is recognized as such by the State in which such tribe, band, nation, group, or community resides.

"Native Americans," as used in this provision, means American Indians, Eskimos, Aleuts, and native Hawaiians.

"Native Hawaiian Organization," as used in this provision, means any community service organization serving Native Hawaiians in, and chartered as a not-for-profit organization by, the State of Hawaii, which is controlled by Native Hawaiians, and whose business activities will principally benefit such Native Hawaiians.

"Small business concern," as used in this provision, means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on Government contracts, and qualified as a small business under the criteria and size standards in 13 CFR part 121.

"Small disadvantaged business concern," as used in this provision, means a small business concern that (a) is at least 51 percent unconditionally owned by one or more individuals who are both socially and economically disadvantaged, or a publicly owned business having at least 51 percent of its stock unconditionally owned by one or more socially and economically disadvantaged individuals and (b) has its management and daily business controlled by one or more such individuals. This term also means a small business concern that is at least 51 percent unconditionally owned by an economically disadvantaged Indian tribe or Native Hawaiian Organization, or a publicly owned business having at least 51 percent of its stock unconditionally owned by one of these entities which has its management and daily business controlled by members of an economically disadvantaged Indian tribe or Native Hawaiian Organization, and which meets the requirements of 13 CFR part 124.

"Subcontinent Asian Americans," as used in this provision, means United States citizens whose origins are in India, Pakistan, Bangladesh, Sri Lanka, Bhutan, or Nepal.

(c) Qualified groups. The offeror shall presume that socially and economically disadvantaged individuals include Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, Subcontinent Asian Americans, and other individuals found to be qualified by SBA under 13 CFR 124. The offeror shall presume that socially and economically disadvantaged entities also include Indian tribes and Native Hawaiian Organizations.

52.219-3 Women-Owned Small Business Representation (APR 1984)

(a) Representation. The offeror represents that it ___ is, x__ is not a women-owned small business concern.

(b) Definitions.

"Small business concern," as used in this provision, means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on Government contracts, and qualified as a small business under the criteria and size standards in 13 CFR 121.

"Women-owned," as used in this provision, means a small business that is at least 51 percent owned by a woman or women who are U.S. citizens and who also control and operate the business.

52.219-22 SIC Code and Small Business Size Standard (JAN 1991)

(a) The standard industrial classification (SIC) code for this acquisition is **3842.**

(b)(1) The small business size standard is **500 employees.**

(2) The small business size standard for a concern which submits an offer in its own name, other than on a construction or service contract, but which proposes to furnish a product which it did not itself manufacture, is 500 employees.

52.222-19 Walsh-Healey Public Contracts Act Representation (APR 1984)

The offeror represents as a part of this offer that the offeror is ___ or is not X__ a regular dealer in, or is X__ or is not ___ a manufacturer of, the supplies offered.

52.222-22 Previous Contracts and Compliance Reports (APR 1984)

The offeror represents that -

(a) It X has, ___ has not participated in a previous contract or subcontract subject either to the Equal Opportunity clause of this solicitation, the clause originally contained in Section 310 of Executive Order No. 10925, or the clause contained in Section 201 of Executive Order No. 11114;

(b) It X has, ___ has not, filed all required compliance reports; and

(c) Representations indicating submission of required compliance reports, signed by proposed subcontractors, will be obtained before subcontract awards.

52.222-25 Affirmative Action Compliance (APR 1984)

The offeror represents that (a) it X has developed and has on file, ___ has not developed and does not have on file, at each establishment, affirmative action programs required by the rules and regulations of the Secretary of Labor (41 CFR 60-1 and 60-2), or (b) it ___ has not previously had contracts subject to the written affirmative action programs requirement of the rules and regulations of the Secretary of Labor.

52.223-1 Clean Air and Water Certification (APR 1984)

The Offeror certifies that -

(a) Any facility to be used in the performance of this proposed contract is ___, is not X listed on the Environmental Protection Agency (EPA) List of Violating Facilities;

(b) The Offeror will immediately notify the Contracting Officer, before award, of the receipt of any communication from the Administrator, or a designee, of the EPA, indicating that any facility that the Offeror proposes to use for the performance of the contract is under consideration to be listed on the EPA List of Violating Facilities; and

(c) The Offeror will include a certification substantially the same as this certification, including this paragraph (c), in every nonexempt subcontract.

52.225-8 Buy American Act - Trade Agreements Act - Balance of Payments Program Certificate. (MAY 1986)

(a) The offeror hereby certifies that each end product, except those listed in paragraph (b) of this provision, is a domestic end product (as defined in the clause entitled Buy American Act - Trade Agreements Act - Balance of Payments Program) and that components of unknown origin have been considered to have been mined, produced, or manufactured outside the United States, a designated country, or a Caribbean Basin country, as defined in section 25.401 of the Federal Acquisition Regulation.

(b) Excluded End Products:

Line Item No.	Country of Origin
______________	______________
______________	______________
______________	______________
______________	______________

(List as necessary)

(c) Offers will be evaluated by giving certain preferences to domestic end products, designated country end products, and Caribbean Basin country end products over other end products. In order to obtain these preferences in the evaluation of each excluded end product listed in paragraph (b) of this provision, offerors must identify and certify below those excluded end products that are designated country end products or Caribbean Basin country end products. Products that are not identified and certified below will not be deemed designated country end products or Caribbean Basin country end products. Offerors must certify by inserting the applicable line item numbers in the following:

(1) The offeror certifies that the following supplies qualify as designated country end products as that term is defined in the clause entitled Buy American Act - Trade Agreements Act - Balance of Payments Program: ______________________________

(Insert line item numbers)

(2) The offeror certifies that the following supplies qualify as Caribbean Basin country end products as that term is defined in the clause entitled Buy American Act - Trade Agreements Act - Balance of Payments Program: ______________________________

(Insert line item numbers)

(d) Offers will be evaluated in accordance with part 25 of the Federal Acquisition Regulation.

52.225-16 Buy American Act–Supplies under European Community Agreement Certificate (MAY 1993)

The offeror certifies that each end product, except those listed below is a domestic end product or a European Community (EC) end product (as defined in the clause entitled, Buy American Act--Supplies under European Community Agreement), and that components of unknown origin are considered to have been mined, produced, or manufactured out side the United Sates or a European Community Country (as defined in the clause entitled, Buy American Act--Supplies Under European Community Agreement).

Excluded End Products	Country of Origin
______________	______________
______________	______________
______________	______________

(List as necessary)

Offerors may obtain from the Contracting Officer lists of articles, materials, and supplies excepted from the Buy American Act.

852.219-70 Veteran-Owned Small Business (DEC 1990)

The offeror represents that the firm submitting this offer __ is X_ is not, a veteran-owned small business, __ is X is not, a Vietnam era veteran-owned small business, and __ is X is not, a disabled veteran-owned small business. A veteran-owned small business is defined as a small business, at least 51 percent of which is owned by a veteran who also controls and operates the business. Control in this context means exercising the power to make policy decisions. Operate in this context means actively involved in the day-to-day management. For the purpose of this definition, eligible veterans include:

(a) A person who served in the U.S. Armed Forces and who was discharged or released under conditions other than dishonorable.

(b) Vietnam era veterans who served for a period of more than 180 days, any part of which was between August 5, 1964, and May 7, 1975, and were discharged under conditions other than dishonorable.

(c) Disabled veterans with a minimum compensable disability of 30 percent, or a veteran who was discharged for disability.

Failure to execute this representation will be deemed a minor informality and the bidder or offeror shall be permitted to satisfy the requirement prior to award (see FAR 14.405).

End of Section K - Representations, Certifications, and Other Statements of Offerors

SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS

52.252-1 Solicitation Provisions Incorporated by Reference (JUN 1988)

This solicitation incorporates one or more solicitation provisions by reference, with the same force and effect as if they were given in full text. Upon request, the Contracting Officer will make their full text available.

52.209-7 Organizational Conflicts of Interest Certificate-Marketing Consultants (NOV 1991)
52.215-5 Solicitation Definitions (JUL 1987)
52.215-7 Unnecessarily Elaborate Proposals or Quotations (APR 1984)
52.215-8 Amendments to Solicitations (DEC 1989)
52.215-9 Submission of Offers (DEC 1989)
52.215-10 Late Submissions, Modifications, and Withdrawals of Proposals (DEC 1989)
52.215-12 Restriction on Disclosure and Use of Data (APR 1984)
52.215-13 Preparation of Offers (APR 1984)
52.215-14 Explanation to Prospective Offerors (APR 1984)
52.215-15 Failure to Submit Offer (APR 1984)
52.215-16 Contract Award (JUL 1990)
52.222-24 Preaward On-Site Equal Opportunity Compliance Review (APR 1984)

52.216-1 Type of Contract (APR 1984)

The Government contemplates award of FIRM-FIXED PRICE CONTRACTS resulting from this solicitation.

52.233-2 Service of Protest (NOV 1988)

(a) Protests, as defined in section 33.101 of the Federal Acquisition Regulation, that are filed directly with an agency, and copies of any protests that are filed with the General Accounting Office (GAO) or the General Services Administration Board of Contract Appeals (GSBCA), shall be served on the Contracting Officer (addressed as follows) by obtaining written and dated acknowledgment of receipt from VA Denver Distribution Center, Contracting Officer (905C), 730 Simms Street, Room 147, Lakewood, Colorado 80401.

(b) The copy of any protest shall be received in the office designated above on the same day a protest is filed with the GSBCA or within one day of filing a protest with the GAO.

852.233-70 Protest Content (JUN 1987)

(a) Any protest filed by an interested party shall:

(1) Include the name, address, and telephone number of the protester;

(2) Identify the solicitation and/or contract number;

(3) Include an original signed by the protester or his/her representative and at least one copy;

(4) Set forth a detailed statement of the legal and factual ground of the protest including copies of relevant documents;

(5) Specifically request a ruling of the individual upon whom the protest is served; and

(6) State the form of relief requested.

(b) Failure to comply with the above may result in dismissal of the protest without further consideration.

L-FSS-59 Award (APR 1984)

Until a formal notice of award is issued, no communication by the Government, whether written or oral, shall be interpreted as a promise that an award will be made.

Instructions to Offerors

Offerors are required to submit both a pricing proposal and a technical proposal when responding to this solicitation. Instructions for submitting the pricing and technical proposals are provided below.

PRICING PROPOSALS: Pricing proposals shall be submitted by completing the solicitation document in its entirety and submitting it to the location identified, and by the date and time specified, on page one of the solicitation.

TECHNICAL PROPOSALS: Technical proposals shall be prepared in accordance with the instructions provided herein. The technical proposal shall include:

* Fitting Rationale: Offerors shall fully describe the system used to select the electroacoustic parameters of ITE hearing aids, given a set of audiological data.

a. Although there is no one universally agreed upon fitting rationale, VA has selected the NAL and POGO formulae (or modifications of these) as representing the most widely accepted prescriptive approaches used to determine appropriate amplification characteristics. Therefore, offeror's fitting rationale shall be based upon the NAL or POGO formula.

b. Fitting rationale shall disclose information specified in Part I, Section C, Description, 1d., Fitting Rationale Requirements.

c. The fitting rationale form in Exhibit E shall be completed by the offeror to provide the information required.

* NOTE: FITTING RATIONALE INFORMATION REQUIRED BY THIS SOLICITATION IS CONSIDERED PROPRIETARY BY THE GOVERNMENT AND, THEREFORE, WILL NOT BE MADE PUBLIC.

Matrix book: Offerors shall provide a matrix book which fully describes the electroacoustic characteristics of the various circuits and the specific effects of various controls such as tone, SSPL, feedback, etc., on those circuits. Although there is no standard method for specifying a set of matrices, VA must ensure that offerors awarded contracts have a comprehensive set of electroacoustic characteristics available by the matrix selection procedure.

a. The matrix book shall include descriptive and graphically displayed information specified in Part I, Section C, Description, le. Matrix Book Requirements.

b. The matrix book form in Exhibit F shall be completed by the offeror as a reference/check list to summarize the information required.
Five (5) order forms: three (3) to order ITE aids by submission of audiological data; two (2) to order ITE aids by matrices.

The fitting rationale form, the matrix book and matrix book form, and the five order forms shall be submitted, on March 25, 1994 by 4:00 p. m. local time, to the Chief, Audiology and Speech Pathology Service (126), VA Medical Center, 50 Irving Street, N.W., Washington, D.C. 20422.

The Audiology and Speech Pathology Service shall provide to the offerors the order forms with three sets of audiological data, two matrix selections, and KEMAR's ear impressions for fabrication of hearing aids. Offerors shall provide a total of five (5) hearing aid samples as follows:

a. Two (2) full concha ITE hearing aids built according to the fitting rationale, one for each set of audiological data requiring a broadband response.

b. One (1) low profile ITE hearing aid with venting built according to the fitting rationale for a set of audiological data requiring a high-frequency emphasis circuit.

c. Two (2) full concha ITE hearing aids, one to match each of the two different matrix selections.

Offerors shall submit all five (5) samples described above within 21 days after receipt of audiological data, matrix selections, and KEMAR's ear impressions. (amended, see attached)

All sizes/styles of ITE hearing aid housing (e.g., half-shell, canal) shall be submitted in nonworking samples at the same time. A list of all circuits, components, controls, and style variations shall be included. A set of technical data describing each instrument's operational features, frequency response curves, etc., shall be included with samples offered on this solicitation.

Samples required by this solicitation shall be submitted at no expense to the Government, and will be retained by the Government.

NOTE: Hearing aid samples with Special Circuits, e.g., Ultra Power, Compression, K-AMP, Adaptive Noise Reduction (ASP), and Ultra High-Frequency, will be requested for evaluation only from the eight manufactures to whom contracts have been awarded on the basis of the performance of the five instruments submitted for this solicitation.

Testing Procedures

Samples of hearing aids offered on this solicitation will be tested by the National Institute of Standards and Technology (NIST).

1. The Zwislocki coupler and KEMAR (Knowles Electronics Manikin for Acoustic Research) will be used for all hearing aid measurement. (Refer to ANSI S3.35-1985 for a description of method of measurement of hearing aids on KEMAR).

2. The ear canal extension (Ear & Hearing VD.8, Nov. 5, 1987) has been modified to permit measurement of Custom ITE aids on KEMAR. Ear impressions for KEMAR will be obtained using this modified ear canal extension without the 0 ring. Testing will be accomplished with the O ring to produce a more effective seal on KEMAR.

3. Electroacoustic measurements will be performed according to the procedures specified in Exhibit "B", with the following exceptions:

a. Harmonic distortion and dual frequency response slopes will not be measured with aids that have high-frequency emphasis circuitry.

b. EINL will be measured using a speech weighted noise input.

c. Telephone pick-up coil sensitivity will not be measured for any model.

4. All hearing aids will be measured at the nominal voltage for the particular type and size battery recommended by the hearing aid offeror for use in the sample instruments submitted. Zinc air cells will be used for all the electroacoustic test procedures.

5. Controls such as tone, gain, SSPL, etc., which modify the hearing aid's performance, should be set by the offeror to achieve the optimum performance, for the audiological data supplied and as specified by the offeror's fitting rationale. This instruction regarding control settings holds true for all aids submitted with other circuitry. The effect of each control will be measured using the offeror's suggested control setting as a starting point, and then each control varied separately to its extreme settings. If needed for completeness, tests may also be conducted with a control in an intermediate setting.

NOTE: No minimum requirements regarding gain and SSPL are specified.

End of Section L - Instructions, Conditions, and Notices to Offerors

SECTION M - EVALUATION FACTORS FOR AWARD

M-FSS-330 Basis For Price Negotiation (APR 1984)

(a) General. Prices for items to be awarded under this solicitation normally will be negotiated on the basis of discounts from offeror's established catalog or market prices. Pricing data for the purpose of such negotiation shall be submitted and certified as hereafter provided.

(b) Established Catalog or Market Prices. If the prices offered under this solicitation are based on established catalog or market prices, a certification is required that such prices are established catalog or market prices for commercial items as defined in FAR 15.804-3(c).

(c) Certificate of Established Catalog or Market Price. Offeror certifies that to the best of his knowledge and belief;

(1) The price(s) quoted in this proposal is based on established catalog or market prices of commercial items, as defined in FAR 15.803-3(c), in effect on the date of the offer or on the dates of any revisions submitted during the course of negotiations.

(2) Substantial quantities of the items have been sold to the general public at such prices.

(3) All of the data (including sales data) submitted with this offer are accurate, complete, and current representations of actual transactions to the date when price negotiations are concluded.

NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER (Type of Print)

R. G. Handberg, Division Manager

SIGNATURE: [signature]

FIRM: Starkey Labs. Inc

DATE OF EXECUTION: 3/23/94

CAUTION: False statements may subject the offeror to penalties provided by statute and regulations.

(d) Price Reduction for Defective Pricing Data. If subsequent to the award of any contract resulting from this solicitation it is found that any price negotiated in connection with this contract was increased by any significant amount because the prices, data, and facts were not as stated in the offeror's "Certificate of Established Catalog or Market Price," then the contract price(s) shall be reduced by such amount and the contract shall be modified in writing to reflect such adjustment. Failure to agree on such a reduction, subsequent to a "final decision" by the Contracting Officer in this matter, shall be a dispute concerning a question of fact within the meaning of the "Disputes" clause of the contract.

(e) Access to Records. By submission of this proposal, the offeror grants to the Contracting Officer, or his authorized representative, the right to examine, for the purpose of verifying the (1) statements made in the above "Certificate of Established Catalog or Market Price" or (2) cost or pricing date (including computations and projections) submitted in connection with the "Certificate of Current Cost or Pricing Data" (see f, below), those books, records, documents, papers, and other supporting data which involve transactions related to this proposal which will permit adequate evaluation and verification thereof.

(f) Cost or Pricing Data.

(1) If it is determined by the Government the price(s) quoted under this solicitation is NOT based on established catalog or market prices of commercial items sold in substantial quantities to the general public, or prices set by law or regulations, the offeror shall submit in writing cost or pricing data in support of the proposed price. (For definition of "cost or pricing data," see FAR 15.804-3).

(2) The offeror shall certify, by the use of the certificate in FAR 15.804-4, that to the best of his knowledge and belief that cost or pricing data submitted in accordance with the above is accurate, complete, and current. The applicable clauses in FAR 15.804-8 are incorporated by reference in this contract.

Evaluation Factors for Award

The Government will make award to the eight (8) responsible offerors whose offers conform to the solicitation and are most advantageous to the Government, price, technical quality, and other factors considered. The Government will award contracts only to concerns whose technical proposals establish they can meet the Government's minimum requirements. An award will not be made to any offeror whose hearing aid samples do meet all the Physical Characteristics, General Technical Requirements, Special Technical Requirements for high frequency emphasis circuitry, as well as all Fitting Rationale and Matrix Book requirements. Except for high frequency emphasis aids, the relative importance of price and technical quality is established in the Cost per Point of Quality and the Adjusted Cost per Point of Quality which are determined by the Index of Characteristics and the Product Quality Rating. For high-frequency emphasis aids the relation between price and technical quality is established in the Modified Cost per Point of Quality which is determined by the best offered price and the Product Quality Rating. (Amended, see attached)

Proposals will be considered only from those offerors who: (a) Have been actively engaged in the business of Custom ITE hearing aids for three or more years: (b) Have submitted samples in accordance with this solicitation; and (c) Are registered with the Food and Drug Administration (FDA). NOTE: Normally a contract will not be awarded unless anticipated sales are expected to exceed $25,000 for a 1-year period. See Section I, Contract Clauses, Page 23, I-FSS-639 Contract Award Sales Criteria (SEP 1990)

INDEX OF CHARACTERISTICS: The Index of Characteristics for each aid is the sum of the weighted scores from the following subtests: Harmonic Distortion, Equivalent Input Noise Level, Index of Effectiveness, Uniformity of Slope, and Coherence (with 80 dB input level). The higher the Index of Characteristics, the better the technical quality. The Index of Characteristics is not computed for the high-frequency emphasis aid. (Amended, see attached)

COST PER POINT OF QUALITY: The Cost per Point of Quality score for each model will be derived by dividing the BEST PRICE OFFERED by the INDEX OF CHARACTERISTICS SCORE. A hearing aid sample with a high Index of Characteristics score (better technical quality) and a low bid price will have a low Cost per Point of Quality score. The cost per Point of Quality is not computed for the high-frequency emphasis aid.

PRODUCT QUALITY RATING: The product quality rating will be used to assess the degree of success the offeror has had in achieving the values for performance characteristics specified in the fitting rationale and matrix book. This rating also reflects the degree of assurance that an offeror will design and fabricate hearing aids in a systematic manner without variation, given the same set of audiological data or matrix selection. The electroacoustic parameters evaluated in this rating are specified as follows:

a. For the two aids designed for the two sets of audiological data requiring a broadband response, measured electroacoustic data obtained for each hearing aid sample will be compared to predicted values calculated from the fitting rationale formulae for the following parameters:

1. Measured gain vs frequency at 250, 500, 1000, 2000, 3000, and 4000 Hz shall approximate calculated values for each frequency derived from the fitting rationale within +/-3 dB for both sets of audiological data.

2. Measured SSPL shall approximate calculated values derived from the fitting rationale within +/-3 dB for both sets of audiological data.

3. Measured slope Characteristics shall approximate the values derived from the fitting rationale with +/-3 dB for both sets of audiological data.

b. For the two aids designed for the two matrix selections, measured electroacoustic data obtained for each hearing aid sample will be compared to values specified in the two matrices for the following parameters:

1. Measured gain vs frequency at 250, 500, 1000, 2000, 3000, and 4000 Hz shall approximate the values for each frequency specified in the matrix book within +/-3 dB for both matrices selected.

2. Measured SSPL shall approximate the values specified in the matrix book within +/-3 dB for both matrices selected.

3. Measured slope characteristics shall approximate the values specified in the matrix book within +/-3 dB for both matrices selected.

A numerical Product Quality Rating will be determined based upon penalty points assigned to the three electroacoustic parameters.

a. For the two hearing aids designed for two sets of audiological data, requiring a broadband response, the following penalty points will be assigned for parameters that do not meet the +/-3 dB tolerance comparing measured values to calculated values:

1. Gains vs frequency: .5 penalty point for each of the frequencies, 250, 500, 1000, 2000, 3000, and 4000 Hz. A maximum of 6 penalty points is possible; 3 points for each hearing aid sample.

2. SSPL: 1 penalty point for each SSPL. A maximum 2 point penalty points is possible; 1 point for each hearing aid sample.

3. Slope; 1 penalty point for each slope. A maximum 2 penalty points is possible; 1 point for each hearing aid sample.

b. For the two hearing aids designed for the two matrix selections, the following penalty points will be assigned for parameters that do not meet the +/-3 dB tolerance comparing measured to calculated values:

1. Gain vs frequency: .5 penalty point for each of the frequencies, 250, 500, 1000, 2000, 3000, and 4000 Hz. A maximum 6 penalty points is possible; 3 points for each hearing aid sample.

2. SSPL: 1 penalty point for each SSPL. A maximum 2 penalty points is possible; 1 point for each hearing aid sample.

3. Slope: 1 penalty point for each slope. A maximum 2 penalty points is possible; 1 point for each hearing aid sample.

The maximum penalty points for these four hearing aids is 20. A perfect score is 0.

AVERAGE ADJUSTED COST PER POINT OF QUALITY: An average Adjusted Cost per Point of Quality will be computed for four hearing aid samples, the two aids designed for two sets of audiological data requiring a broadband response and the two designed for the two matrix selections. The Average Adjusted Cost per Point of Quality score is derived by summing the Cost per Point of Quality score and the Product Quality score for each of these four hearing aid samples and dividing by 4. The higher the Average Adjusted Cost per Point of Quality score, the poorer the technical quality for the price offered. This core further defines the Cost per Point of Quality score. (This computation is not done for high-frequency emphasis aids.)

Only those contractors whose hearing aids samples have Average Adjusted Cost per Point of Quality scores above the median or no less than 2 points below the median will be considered for contract award.

c. For the hearing aid designed for the set of audiological data requiring high-frequency emphasis circuitry, the following penalty points will be assigned for parameters that do not meet the +/-3 dB tolerance comparing measured values to calculated values:

1. Gain vs frequency: .5 penalty point for each of the frequencies 1000, 2000, 3000, and 4000 HZ in the occluding and non-occluding mold conditions. A maximum 4 penalty points is possible; 2 points for each mold condition.

2. SSPL: 1 penalty point.

3. Slope: 1 penalty point.

The maximum penalty points for this hearing aid is 6. A perfect score is 0.

MODIFIED COST PER POINT OF QUALITY: The Modified Cost per Point of Quality score for each high-frequency emphasis hearing aid is the sum of the BEST PRICE OFFERED and the Product Quality Rating Score. The higher the Modified Cost per Point of Quality score, the poorer the technical quality for the price offered.

End of Section M - Evaluation Factors for Award

(Amended, see attached)

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET

PLEASE COMPLETE AND SUBMIT THIS FORM TOGETHER WITH PROPOSAL TO THE ADDRESS AND BY THE DATE SPECIFIED IN BLOCKS 8 AND 9 STANDARD FORM 33. (Amended, see attached)

1. Offeror: ______________________________

Address: ______________________________

____

Phone #: ______________________________

Trade name/model number of sample - model: ______________

Person to be contacted regarding samples submitted:

Name ____________ Title ____________ Phone # ________

2. Battery information:

a. Battery type recommended ______________

b. Zinc air battery is interchangeable with mercury: Yes ______ No ______

3. List all adjustment control options available, e.g., tone, SSPL:

____

____

4. Do you have a telephone pick-up? Yes ______ No ______

5. List all special types of circuits available in your product line, e.g., ultra power, K-AMP, ASP, compression:

____

____

6. List all the additional feature(s) that can be obtained by request:

____

____

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET

PLEASE COMPLETE AND SUBMIT THIS FORM TOGETHER WITH PROPOSAL TO THE ADDRESS AND BY THE DATE SPECIFIED IN BLOCKS 8 AND 9 STANDARD FORM 33.

1. Offeror: Starkey Labs. Inc

Address: 6700 Washington Ave S., Eden Prairie, MN 55344

Phone #: 800-328-8602

Trade name/model number of sample - model: CE 9/OSP (Full Concha)

Person to be contacted regarding samples submitted:

Name Jim Curran Title Staff Audiologist Phone # ext 2131

2. Battery information:

a. Battery type recommended 13 Zinc Air

b. Zinc air battery is interchangeable with mercury: Yes X No ____

3. List all adjustment control options available, e.g., tone, SSPL:

See Price List

4. Do you have a telephone pick-up? Yes X No ____

5. List all special types of circuits available in your product line, e.g., ultra power, K-AMP, ASP, compression:

See Price List and order form

6. List all the additional feature(s) that can be obtained by request:

See Price List and Order form

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET (CONT)

7. An insertion gain response can be provided for each custom aid ordered by a clinic:

Yes X No ______

8. Indicate below the exact positions at which all operating adjustments have been set for purpose of this solicitation.

Note: The statement "pre-set", is not acceptable:

a. Internal: ______________________

b. External: ______________________

c. None: ______________________

CERTIFICATION

The sample of the Model listed in this exhibit, serial number: ______________________ has been set and adjusted in accordance with the instructions in this exhibit.

____
Signature of Official

____
Date

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET

PLEASE COMPLETE AND SUBMIT THIS FORM TOGETHER WITH PROPOSAL TO THE ADDRESS AND BY THE DATE SPECIFIED IN BLOCKS 8 AND 9 STANDARD FORM 33.

1. Offeror: Starkey Labs. Inc

   Address: 6700 Washington Ave S., Eden Prairie, MN 55344

   Phone #: 800-328-8602

   Trade name/model number of sample - model: CE L9/OSP (Full Concha Low Profile)

   Person to be contacted regarding samples submitted:

   Name Jim Curran Title Staff Audiologist Phone # ext 2131

2. Battery information:

   a. Battery type recommended 312 Zinc Air

   b. Zinc air battery is interchangeable with mercury: Yes X No ____

3. List all adjustment control options available, e.g., tone, SSPL:

   See Price List

4. Do you have a telephone pick-up? Yes X No ____

5. List all special types of circuits available in your product line, e.g., ultra power, K-AMP, ASP, compression:

   See Price List and order form

6. List all the additional feature(s) that can be obtained by request:

   See Price list and order form

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET (CONT)

7. An insertion gain response can be provided for each custom aid ordered by a clinic:

Yes __X__ No ______

8. Indicate below the exact positions at which all operating adjustments have been set for purpose of this solicitation.

Note: The statement "pre-set", is not acceptable:

a. Internal: ____________________

b. External: ____________________

c. None: ____________________

CERTIFICATION

The sample of the Model listed in this exhibit, serial number: ____________________ has been set and adjusted in accordance with the instructions in this exhibit.

____
Signature of Official

____
Date

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET

PLEASE COMPLETE AND SUBMIT THIS FORM TOGETHER WITH PROPOSAL TO THE ADDRESS AND BY THE DATE SPECIFIED IN BLOCKS 8 AND 9 STANDARD FORM 33.

1. Offeror: Starkey Labs. Inc

   Address: 6700 Washington Ave S., Eden Prairie, MN 55344

   Phone #: 800-328-8602

   Trade name/model number of sample - model: CE H9/OSP (Half Concha)

   Person to be contacted regarding samples submitted:

   Name Jim Curran Title Staff Audiologist Phone # ext 2131

2. Battery information:

   a. Battery type recommended 312 Zinc air

   b. Zinc air battery is interchangeable with mercury: Yes X No ____

3. List all adjustment control options available, e.g., tone, SSPL:

   See Price List

4. Do you have a telephone pick-up? Yes X No ____

5. List all special types of circuits available in your product line, e.g., ultra power, K-AMP, ASP, compression:

   See Price List and order form

6. List all the additional feature(s) that can be obtained by request:

   See Price List and order form

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET (CONT)

7. An insertion gain response can be provided for each custom aid ordered by a clinic:

Yes X____ No ______

8. Indicate below the exact positions at which all operating adjustments have been set for purpose of this solicitation.

Note: The statement "pre-set", is not acceptable:

a. Internal: ____________________

b. External: ____________________

c. None: ____________________

CERTIFICATION

The sample of the Model listed in this exhibit, serial number: ____________________ has been set and adjusted in accordance with the instructions in this exhibit.

____
Signature of Official

____
Date

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET

PLEASE COMPLETE AND SUBMIT THIS FORM TOGETHER WITH PROPOSAL TO THE ADDRESS AND BY THE DATE SPECIFIED IN BLOCKS 8 AND 9 STANDARD FORM 33.

1. Offeror: Starkey Labs. Inc

Address: 6700 Washington Ave S., Eden Prairie, MN 55344

Phone #: 800-328-8602

Trade name/model number of sample - model: SA C9/OSP (Canal)

Person to be contacted regarding samples submitted:

Name Jim Curran Title Staff Audiologist Phone # ext 2131

2. Battery information:

a. Battery type recommended 312 Zinc air

b. Zinc air battery is interchangeable with mercury: Yes X____ No ____

3. List all adjustment control options available, e.g., tone, SSPL:

See Price List

4. Do you have a telephone pick-up? Yes ____ No ____

5. List all special types of circuits available in your product line, e.g., ultra power, K-AMP, ASP, compression:

See Price List and order form

6. List all the additional feature(s) that can be obtained by request:

See Price List and order form

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET (CONT)

7. An insertion gain response can be provided for each custom aid ordered by a clinic:

Yes X_____ No _____

8. Indicate below the exact positions at which all operating adjustments have been set for purpose of this solicitation.

Note: The statement "pre-set", is not acceptable:

a. Internal: ____________________

b. External: ____________________

c. None: ____________________

CERTIFICATION

The sample of the Model listed in this exhibit, serial number: ____________________ has been set and adjusted in accordance with the instructions in this exhibit.

____________________ Signature of Official

____________________ Date

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET

PLEASE COMPLETE AND SUBMIT THIS FORM TOGETHER WITH PROPOSAL TO THE ADDRESS AND BY THE DATE SPECIFIED IN BLOCKS 8 AND 9 STANDARD FORM 33. (Amended, see attached)

1. Offeror: Starkey Labs. Inc

   Address: 6700 Washington Ave S., Eden Prairie, MN 55344

   Phone #: 800-328-8602

   Trade name/model number of sample - model: SA S9/OSP (Canal, Secret Ear)

   Person to be contacted regarding samples submitted:

   Name Jim Curran Title Staff Audiologist Phone # ext 2131

2. Battery information:

   a. Battery type recommended 312 Zinc Air

   b. Zinc air battery is interchangeable with mercury: Yes X No ______

3. List all adjustment control options available, e.g., tone, SSPL:

   See Price List

4. Do you have a telephone pick-up? Yes ______ No ______

5. List all special types of circuits available in your product line, e.g., ultra power, K-AMP, ASP, compression:

   See Price List and order form

6. List all the additional feature(s) that can be obtained by request:

   See Price List and order form

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET (CONT)

7. An insertion gain response can be provided for each custom aid ordered by a clinic:

Yes __X__ No ______

8. Indicate below the exact positions at which all operating adjustments have been set for purpose of this solicitation.

Note: The statement "pre-set", is not acceptable:

a. Internal: ________________________

b. External: ________________________

c. None: ________________________

CERTIFICATION

The sample of the Model listed in this exhibit, serial number: ________________________ has been set and adjusted in accordance with the instructions in this exhibit.

____
Signature of Official

____
Date

CUSTOM-IN-THE-EAR HEARING AIDS

EXHIBIT "A"

OFFEROR'S INSTRUCTION SHEET (CONT)

7. An insertion gain response can be provided for each custom aid ordered by a clinic:

Yes ______ No ______

8. Indicate below the exact positions at which all operating adjustments have been set for purpose of this solicitation.

Note: The statement "pre-set", is not acceptable:

a. Internal: ______________________

b. External: ______________________

c. None: ______________________

CERTIFICATION

The sample of the Model listed in this exhibit, serial number: ______________________ has been set and adjusted in accordance with the instructions in this exhibit.

______________________________ ______________________

Signature of Official Date

EXHIBIT "B"

HEARING AID MEASUREMENTS

Definition of Random Noise Signal

The random-noise signal used in this procedure is one which has an essentially constant energy per unit bandwidth from 200 Hz to 900 Hz. The higher frequency part of the signal is rolled off with a single RC time constant of 177 microseconds, which places the 3 dB down point at 900 Hz. Below 200 Hz, the acoustical pressure developed is held to this defined curve within ± 2-1/2 dB.

The measurements listed below will provide information which will be used to determine whether hearing aid samples satisfy the General Technical and Special Technical requirements. Data from some measurements will also be used in calculating the Products Quality score and the Index of Characteristics.

1. Saturation Sound Pressure Level

With the volume control turned fully on, the random noise signal is applied and the input level is increased until no further increase in the output of the hearing aid is noted. The input and output levels are noted, both referenced to a free field sound pressure level at a defined test point.

2. Reference Test Gain

With the random-noise input signal at a level of 60 dB, the volume control setting of the hearing aid is reduced until its output is 17 dB below saturation. If the hearing aid does not have sufficient gain to reach this level with a 60 dB input, the maximum gain setting is used. The gain for a pure-tone of 1 kHz at an input level of 60 dB is noted. An insertion gain frequency response, the difference between the SPL at the eardrum with the hearing aid in place and the SPL with no hearing aid in place, is recorded.

3. Response Versus Frequency

With the volume control set as in No. 2 above, and a sound input level of 60 dB plus or minus 1.5 dB, an automatic recording will be made of the gain versus frequency curve for speech weighted random noise signal, in order to measure gain and frequency response. Recordings will be made over the range of 100 to 7000 Hz, ~~if the response of the aid extends beyond the narrower limits.~~ (Amended, see attached)

4. Battery Drain

With the volume control set as in No. 2 above, the battery drain will be determined with (a) a random noise signal at a sound input level of 65 dB and (b) no sound input. (Data obtained are used to calculate battery usage.)

5. Harmonic Distortion with Volume Control Set as for Response Curve

Harmonic distortion will be measured with sinusoidal input signals of 500, 800, and 1600 Hz and that frequency above 800 Hz where maximum distortion occurs. The volume control of the hearing aid will be set as in No. 2 above, and the input signal level will be 70 dB SPL. Harmonic distortion will not be measured for hearing aids with high-frequency emphasis circuitry.

EXHIBIT "B"

HEARING AID MEASUREMENTS (CONT)

6. Equivalent Input Noise Level

With the volume control as in No. 2 above, and a speech weighted noise input sound pressure level of 60 dB SPL, the output sound pressure at 1000, 1600, and 2500 Hz will be measured. Next, with the acoustic input signal absent, the output sound pressure caused by an inherent noise will be determined. The equivalent input noise level will be calculated by subtracting the input sound pressure from the average output sound pressure and then subtracting this value from the sound pressure value of the inherent noise.

7. Coherence

With the volume control set as in No. 2 above, and a sound input level of 80 dB ± 0.5 dB, a measurement will be made of the coherence using the speech weighted random noise signal. The measurement will be made using an Hewlett Packard 3562A Dynamic Signal Analyzer. The coherence is given by the formula: (Amended, see attached)

$$\sqrt{}^2 = \frac{G_{xy}\, G_{xy}^*}{G_{xx}\, G_{yy}}$$

where: G_{xy} is the cross power spectrum
G_{xy}^* is its complex conjugate
G_{xx} is the input power spectrum
G_{yy} is the output power spectrum

Coherence is measured on a scale of 0.0 to 1.0 where 1.0 indicates perfect coherence. Any distortion or noise in the output signal which is not causally related to the input signal will reduce the coherence. The percentage of the signal not causally related to the input may be found from the formula:

$$\text{Incoherency} = \sqrt{(1 - \sqrt{}^2)}$$

Thus, a coherence of 0.9 indicates that 31.6% of the total signal (measured on an amplitude basis) is not causally related to the input.

The coherence will be linearly averaged over the frequency range of 500 Hz to 4000 Hz to arrive at a single value.

8. Dual Slope Determination

The slope of the hearing aid response will be determined from .4 to 1 kHz, and from 1 to 4 kHz. These slopes will be expressed in decibels per octave. The slopes will be determined by a Hewlett-Packard 3562A Dynamic Signal Analyzer, although further work may be done using an algorithm based on logarithmic spacing of the frequency intervals.

EXHIBIT "B"

HEARING AID MEASUREMENTS (CONT)

NOTE: The high frequency slope from 1000 - 4000 Hz computed in dB/octave must exceed or be better (less negative) than -3 dB/octave on the insertion frequency response measured at the VA reduced volume control setting. If the hearing aid model does not meet the high-frequency slope requirement, it will not receive further consideration with the following exception: Hearing aid models with peak gain greater than 50 dB SPL on the insertion frequency response measured at the VA reduced volume control setting and aids with high-frequency emphasis circuitry will be exempt from this frequency slope requirement.

9. Range of Controls

The effect of each control will be evaluated. The offeror's suggested control settings will be used as a starting point, and each control varied separately to its extreme setting. If needed for completeness, tests may also be made with a control in an intermediate position.

EXHIBIT "C"

OUTLINE OF PROCEDURE FOR STATISTICAL ANALYSIS OF DATA

The performance of each hearing aid submitted will be considered separately in the analysis of data. The raw score for each of the subtests is converted to a common scale with a specified mean and standard deviation. A conversion is necessary since the scores from the various subtests represent different measurement scales, ranges, and distributions. The converted scores can then be treated by routine arithmetic manipulation. The conversion from raw score to derived score is accomplished by using the following formula (Guilford, 1965):

$$X1 = (SD1/SD2)(X2) - (SD1/SD2)(M2) - M1$$

Where X1 = unknown score on the standard scale corresponding to X2
X2 = a raw score
M1 = mean of X1 (always 20.0)
M2 = X2
SD1 = standard deviation of the standard score (always 10.0)
SD2 = standard deviation of raw score

Each scaled score is then weighted by multiplying it by a factor which represents the value of that subtest to the total measurement program. In order that subtests be viewed in such a manner that the higher the score the better the performance, it is necessary to reverse standardized scores for some subtests. The scores which are reversed are those for Uniformity of Slope, and all distortion scores. Reversal is effected by subtracting the standard score from 40. In these instances, weighting is accomplished after the distribution of raw scores has been standardized and reversed. The raw test data obtained by the National Institute of Standards and Technology will be analyzed using the weights appearing below:

Harmonic Distortion with a 70 dB Input	
500 Hz	0.2
800 Hz	0.2
1600 Hz	0.2
Frequency of Maximum distortion above 800 Hz	0.4
Equivalent Input Noise Level	0.5
Index of Effectiveness	1.9
Uniformity of Slope	1.0
Coherence	0.6

The Index of Effectiveness is based upon selected dynamic characteristics of speech as described by Kryter (1950, 1962) and a comparison of the instrument's frequency response to a 6 dB per octave rise slope. The points at which measurements are made are the 20 frequency bands research has shown to be equal in contribution to full intelligibility of speech. The more closely the frequency response conforms to a 6 dB per octave rise slope, regardless of gain, the higher the Index of Effectiveness.

The Uniformity of Slope subtest assesses the smoothness of the frequency response in relation to the 6 dB per octave rise. Measurement points are identical to those described under Index of Effectiveness. Using a 6 dB per octave floating base line, gain values for the 20 bands are

EXHIBIT "C"

OUTLINE OF PROCEDURE FOR STATISTICAL ANALYSIS OF DATA (CONT)

ranked from highest to lowest, and the median of the ranking obtained. A line 5 dB down from the median value is drawn utilizing a slope of 6 dB per octave. Only those values above this line are employed in the computation. The differences between the median and those values occurring above this line are summed without regard to sign. The raw scores are then converted to a derived scale, reversed and weighted.

The Raw Score: The raw score obtained on each subtest (Harmonic Distortion at 500, 800, 1600 Hz and at the frequency of maximum distortion above 800 Hz; Equivalent Input Noise Level; Index of Effectiveness; Uniformity of Slope; and Coherence) will be statistically treated and assigned weighting factors.

The Weighted Score: The raw score for each hearing aid is converted to a derived scale, reversed for all Harmonic Distortion and Uniformity of Slope scores, and then weighted for each subtest.

The Index of Characteristics: The sum of the weighted scores from the following subtests: Harmonic Distortion, Equivalent Input Noise Level, Index of Effectiveness, Uniformity of Slope, and Coherence.

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS

ALABAMA:

1. Birmingham: Audiology & Speech Pathology Service (126)
VA Medical Center
700 S 19th Street
Birmingham, AL 35233

2. Tuscaloosa: Audiology & Speech Pathology Service (126)
VA Medical Center
Loop Road
Tuscaloosa, AL 35404

3. Tuskegee: Audiology & Speech Pathology Service (126)
VA Medical Center
2400 Hospital Road
Tuskegee, AL 36083

ALASKA:

1. Anchorage: Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
2925 DeBarr Road
Anchorage, AK 99508-2989

ARIZONA:

1. Phoenix: Audiology & Speech Pathology Service (126)
VA Medical Center
650 E Indian School Road
Phoenix, AZ 85012

2. Prescott: Audiology & Speech Pathology Service (126)
VA Medical Center
500 Hwy 89 N
Prescott, AZ 86313

3. Tucson: Audiology & Speech Pathology Service (126)
VA Medical Center
3601 S 6th Avenue
Tucson, AZ 85723

ARKANSAS:

1. Little Rock: Audiology & Speech Pathology Service (126)
VA Medical Center
4300 W 7th Street
Little Rock, AR 72205

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

ARKANSAS:

2. N Little Rock: Audiology & Speech Pathology Service (126)
VA Medical Center
2200 Fort Roots Drive
North Little Rock, AR 72114

CALIFORNIA:

1. Fresno: Audiology & Speech Pathology Service (126)
VA Medical Center
2615 E Clinton Avenue
Fresno, CA 93703

2. Livermore: Audiology & Speech Pathology Service (126)
VA Medical Center
4951 Arroyo Road
Livermore, CA 94550

3. Loma Linda: Audiology & Speech Pathology Service (126)
VA Medical Center
11201 Benton Street
Loma Linda, CA 92357

4. Long Beach: Audiology & Speech Pathology Service (126)
VA Medical Center
5901 E 7th Street
Long Beach, CA 90822

5. Los Angeles: Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
351 E Temple Street
Los Angeles, CA 90012

6. Pleasant Hill: Northern California System Clinics (126)
VA Northern California System Clinic
2300 Contra Costa Boulevard, Suite 440
Pleasant Hill, CA 94523-3961

7. Palo Alto: Audiology & Speech Pathology Service (126)
VA Medical Center
3801 Miranda Avenue
Palo Alto, CA 94304

8. San Diego: Audiology & Speech Pathology Service (126)
VA Medical Center
3350 La Jolla Village Drive
San Diego, CA 92161

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

CALIFORNIA:

9. San Francisco:	Audiology & Speech Pathology Service (126) VA Medical Center 4150 Clement Street San Francisco, CA 94121
10. Sepulveda:	Audiology & Speech Pathology Service (126) VA Medical Center 16111 Plummer Street Sepulveda, CA 91343
11. W Los Angeles:	Audiology & Speech Pathology Service (126) VA Medical Center Wilshire and Sawtelle Boulevards West Los Angeles, CA 90073

COLORADO:

1. Denver:	Audiology & Speech Pathology Service (126) VA Medical Center 1055 Clermont Street Denver, CO 80220
2. Grand Junction:	Audiology & Speech Pathology Service (126) VA Medical Center 2121 North Avenue Grand Junction, CO 81501

CONNECTICUT:

1. West Haven:	Audiology & Speech Pathology Service (126) VA Medical Center 950 Campbell Avenue West Haven, CT 06516
2. Newington:	Audiology & Speech Pathology Service (126) VA Medical Center 555 Willard Avenue Newington, CT 06111

DELAWARE:

1. Wilmington:	Audiology & Speech Pathology Service (126) VA Medical Center 1601 Kirkwood Highway Wilmington, DE 19805

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

DISTRICT OF COLUMBIA:

1. DC: Audiology & Speech Pathology Service (126)
VA Medical Center
50 Irving Street NW
Washington, DC 20422

FLORIDA:

1. Bay Pines: Audiology & Speech Pathology Service (126)
VA Medical Center
10000 Bay Pines Boulevard N
Bay Pines, FL 33504
2. Fort Meyers: Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
2070 Carrell Road
Fort Meyers, FL 33901
3. Gainsville: Audiology & Speech Pathology Service (126)
VA Medical Center
1601 SW Archer Road
Gainesville, FL 32608-1197
4. Miami: Audiology & Speech Pathology Service (126)
VA Medical Center
1201 NW 16th Street
Miami, FL 33125
5. Oakland Park: Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
5599 N Dixie Hwy
Oakland Park, FL 33334
6. Pensacola: Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
312 Kenmore Road
Pensacola, FL 32503
7. Riviera Beach: Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
301 Broadway
Riviera Beach, FL 33404
8. Tampa: Audiology & Speech Pathology Service (126)
VA Medical Center
13000 Bruce B Downs Boulevard
Tampa, FL 33612

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

FLORIDA:

9. Orlando — Audiology & Speech Pathology Service (126)
VA Outpatient Clinic
83 W Columbia Street
Orlando, FL 32806

GEORGIA:

1. Decatur: — Audiology & Speech Pathology Service (126)
VA Medical Center
1670 Clairmont Road
Decatur, GA 30033

2. Augusta: — Audiology & Speech Pathology Service (126)
VA Medical Center
1 Freedom Way
Augusta, GA 30904-6285

HAWAII:

1. Honolulu: — Prosthetic & Sensory Aids Service (121)
VA Outpatient Clinic
300 Ala Moana Boulevard
Honolulu, HI 96813

IDAHO:

1. Boise: — Audiology & Speech Pathology Service (126)
VA Medical Center
500 W Fort Street
Boise, ID 83702

ILLINOIS:

1. Chicago: (North Side) — Audiology & Speech Pathology Service (126)
VA Medical Center
3001 Green Bay Road
N Chicago, IL 60064

2. Chicago: (West Side) — Audiology & Speech Pathology Service (126)
VA Medical Center
820 S Damen Avenue
W Chicago, IL 60612

3. Danville: — Audiology & Speech Pathology Service (126)
VA Medical Center
1900 E Main Street
Danville, IL 61832

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

ILLINOIS:

4. Hines:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   Fifth Avenue & Roosevelt Road
   Hines, IL 60141

5. Marion:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   2401 W Main Street
   Marion, IL 62959

INDIANA:

1. Fort Wayne:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   2121 Lake Avenue
   Ft Wayne, IN 46805

2. Indianapolis:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1481 W 10th Street
   Indianapolis, IN 46202

3. Marion:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1700 E 38th Street
   Marion, IN 46953-4589

IOWA:

1. Des Moines:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   30th & Euclid Avenue
   Des Moines, IA 50310

2. Iowa City:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   Hwy 6 W
   Iowa City, IA 52246

3. Knoxville:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1515 W Pleasant Street
   Knoxville, IA 50138

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

KANSAS:

1. Leavenworth: Audiology & Speech Pathology Service (126)
VA Medical Center
4101 S 4th Trafficway
Leavenworth, KS 66048

2. Topeka: Audiology & Speech Pathology Service (126)
VA Medical Center
2200 Gage Boulevard
Topeka, KS 66622

3. Wichita: Audiology & Speech Pathology Service (126)
VA Medical Center
5500 E Kellogg
Wichita, KS 67218

KENTUCKY:

1. Lexington: Audiology & Speech Pathology Service (126)
VA Medical Center
2250 Leestown Road
Lexington, KY 40511-1093

2. Louisville: Audiology & Speech Pathology Service (126)
VA Medical Center
800 Zorn Avenue
Louisville, KY 40202

LOUISIANA:

1. Alexandria: Audiology & Speech Pathology Service (126)
VA Medical Center
Shreveport Highway
Alexandria, LA 71301

2. New Orleans: Audiology & Speech Pathology Service (126)
VA Medical Center
1601 Perdido Street
New Orleans, LA 70146

3. Shreveport: Audiology & Speech Pathology Service (126)
VA Medical Center
510 E Stoner Avenue
Shreveport, LA 71130

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

MAINE:

1. Togus: Audiology & Speech Pathology Service (126)
VA Medical Center
Rt 17 E
Togus, ME 04330

MARYLAND:

1. Baltimore: Audiology & Speech Pathology Service (126)
VA Medical Center
10 N Greene Street
Baltimore, MD 21201

2. Fort Howard: Audiology & Speech Pathology Service (126)
VA Medical Center
9600 N Point Road
Fort Howard, MD 21052-3018

3. Perry Point: Audiology & Speech Pathology Service (126)
VA Medical Center
Perry Point, MD 21902

MASSACHUSETTS:

1. Boston: Audiology & Speech Pathology Service (126)
VA Medical Center
150 S Huntington Avenue
Boston, MA 02130

MICHIGAN:

1. Allen Park: Audiology & Speech Pathology Service (126)
VA Medical Center
3415 Southfield Road
Allen Park, MI 48101

2. Ann Arbor: Audiology & Speech Pathology Service (126)
VA Medical Center
2215 Fuller Road
Ann Arbor, MI 48105

3. Battle Creek: Audiology & Speech Pathology Service (126)
VA Medical Center
5500 Armstrong Road
Battle Creek, MI 49016

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

MINNESOTA:

4. Iron Mountain: Audiology & Speech Pathology Service (126)
VA Medical Center
East H Street
Iron Mountain, MI 49801

MINNESOTA:

1. Minneapolis: Audiology & Speech Pathology Service (126)
VA Medical Center
One Veterans Drive
Minneapolis, MN 55417

2. St Cloud: Audiology & Speech Pathology Service (126)
VA Medical Center
4801 N 8th Street
St. Cloud, MN 56303-2015

MISSISSIPPI:

1. Biloxi: Audiology & Speech Pathology Service (126)
VA Medical Center
400 Veterans Avenue
Biloxi, MS 39531-2410

2. Jackson: Audiology & Speech Pathology Service (126)
VA Medical Center
1500 E Woodrow Wilson Drive
Jackson, MS 39216-5199

3. Gulfport: Audiology & Speech Pathology Service (126)
VA Medical Center
200 E Beach Boulevard
Gulfport, MS 39507

MISSOURI:

1. Columbia: Audiology & Speech Pathology Service (126)
VA Medical Center
800 Hospital Drive
Columbia, MO 65201

2. Kansas City: Audiology & Speech Pathology Service (126)
VA Medical Center
4801 Linwood Boulevard
Kansas City, MO 64128-2295

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

MISSOURI:

3. St Louis:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   Jefferson Barracks Division
   St. Louis, MO 63125

MONTANA:

1. Fort Harrison:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   William Street Highway 12 West
   Fort Harrison, MT 59636

NEBRASKA:

1. Grand Island:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   2201 N Broadwell
   Grand Island, NE 68803

2. Omaha:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   4101 Woolworth Avenue
   Omaha, NE 68105

NEVADA:

1. Las Vegas:

   Audiology & Speech Pathology Service (126)
   VA Outpatient Clinic
   1703 W Charleston Boulevard
   Las Vegas, NV 89102

2. Reno:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1000 Locust Street
   Reno, NV 89520

NEW JERSEY:

1. Brick:

   Audiology & Speech Pathology Service (126)
   VA Outpatient Clinic
   970 Rt 70
   Brick, NJ 08724

2. East Orange:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   Tremont and S Centre Streets
   East Orange, NJ 07019

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

NEW MEXICO:

1. Albuquerque: Audiology & Speech Pathology Service (126)
VA Medical Center
2100 Ridgecrest Dr, SE
Albuquerque, NM 87108

NEW YORK:

1. Albany: Audiology & Speech Pathology Service (126)
VA Medical Center
113 Holland Avenue
Albany, NY 12208

2. Bath: Audiology & Speech Pathology Service (126)
VA Medical Center
Argonne Avenue
Bath, NY 14810

3. Bronx: Audiology & Speech Pathology Service (126)
VA Medical Center
130 W Kingsbridge Road
Bronx, NY 10468

4. Brooklyn: Audiology & Speech Pathology Service (126)
VA Medical Center
800 Poly Place
Brooklyn, NY 11209

5. Buffalo: Audiology & Speech Pathology Service (126)
VA Medical Center
3495 Bailey Avenue
Buffalo, NY 14215

6. Canandaigua: Audiology & Speech Pathology Service (126)
VA Medical Center
400 Fort Hill Avenue
Canandaigua, NY 14424

7. Northport: Audiology & Speech Pathology Service (126)
VA Medical Center
79 Middleville Road
Northport, NY 11768

8. New York: Audiology & Speech Pathology Service (126)
VA Medical Center
423 E 23rd Street
New York, NY 10010

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

NEW YORK:

9. Syracuse:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   800 Irving Avenue
   Syracuse, NY 13210

NORTH CAROLINA:

1. Asheville:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1100 Tunnel Road
   Asheville, NC 28805-2087

2. Durham:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   508 Fulton Street
   Durham, NC 27705

3. Fayetteville:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   2300 Ramsey Street
   Fayetteville, NC 28301

4. Salisbury:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1601 Brenner Avenue
   Salisbury, NC 28144

NORTH DAKOTA:

1. Fargo:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   2101 Elm Street
   Fargo, ND 58102

OHIO:

1. Chillicothe:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   17273 State Rt 104
   Chillicothe, OH 45601

2. Cincinnati:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   3200 Vine Street
   Cincinnati, OH 45220

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

OHIO:

3. Cleveland: Audiology & Speech Pathology Service (126)
VA Medical Center
10701 E Boulevard
Cleveland, OH 44106

4. Dayton: Audiology & Speech Pathology Service (126)
VA Medical Center
4100 W Third Street
Dayton, OH 45428

OKLAHOMA:

1. Oklahoma City: Audiology & Speech Pathology Service (126)
VA Medical Center
921 NE 13th Street
Oklahoma City, OK 73104

OREGON:

1. Portland: Audiology & Speech Pathology Service (126)
VA Medical Center
3710 SW US Veterans Hospital Road
Portland, OR 97201

2. Roseburg: Audiology & Speech Pathology Service (126)
VA Medical Center
913 NW Garden Valley Boulevard
Roseburg, OR 97470

3. White City: Audiology & Speech Pathology Service (126)
VA Domiciliary
8495 Creator Lake Highway 62
White City, OR 97503-1088

PENNSYLVANIA:

1. Altoona: Audiology & Speech Pathology Service (126)
VA Medical Center
2907 Pleasant Valley Boulevard
Altoona, PA 16603

2. Butler: Audiology & Speech Pathology Service (126)
VA Medical Center
New Castle Road
Butler, PA 16001

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

PENNSYLVANIA:

3. Coatesville:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1400 Black Horse Hill Road
   Coatesville, PA 19320-2097

4. Erie:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   135 E 38th Street
   Erie, PA 16504

5. Lebanon:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   S Lincoln Avenue
   Lebanon, PA 17042

6. Philadelphia:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   UNIVERSITY & WOODLAND
   Philadelphia, PA 19104

7. Pittsburgh: (Highland Dr)
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   7180 Highland Drive
   Pittsburgh, PA 15206-1297

8. Pittsburgh: (University Dr)
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   University Drive C
   Pittsburgh, PA 15240

9. Wilkes Barre:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   111 E End Boulevard
   Wilkes Barre, PA 18711

PUERTO RICO:

1. San Juan:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   One Veterans Plaza
   San Juan, PR 00927-5800

SOUTH CAROLINA:

1. Columbia:
   Audiology & Speech Pathology Service (126)
   VA Medical Center
   6439 Garners Ferry Road
   Columbia, SC 29201

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

SOUTH DAKOTA:

1. Fort Mead: Audiology & Speech Pathology Service (126)
   VA Medical Center
   I 90/Hwy 34
   Fort Mead, SD 57741

2. Hot Springs: Audiology & Speech Pathology Service (126)
   VA Medical Center
   500 N 5th Street
   Hot Springs, SD 57747

3. Sioux Falls: Audiology & Speech Pathology Service (126)
   VA Medical Center
   2501 W 22nd Street
   Sioux Falls, SD 57105

TENNESSEE:

1. Memphis: Audiology & Speech Pathology Service (126)
   VA Medical Center
   1030 Jefferson Avenue
   Memphis, TN 38104-2193

2. Mountain Home: (Johnson City) Audiology & Speech Pathology Service (126)
   VA Medical Center
   Lamont Street
   Mountain Home, TN 37684

3. Murfreesboro: Audiology & Speech Pathology Service (126)
   VA Medical Center
   3400 Lebanon Road
   Murfreesboro, TN 37130

4. Nashville: Audiology & Speech Pathology Service (126)
   VA Medical Center
   1310 24th Avenue S
   Nashville, TN 37203

TEXAS:

1. Austin: Audiology & Speech Pathology Service (126)
   VA Outpatient Clinic
   2901 Montopolis Drive
   Austin, TX 78741

2. Dallas: Audiology & Speech Pathology Service (126)
   VA Medical Center
   4500 S Lancaster Road
   Dallas, TX 75216

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

TEXAS:

3. Fort Worth:

   Audiology & Speech Pathology Service (126)
   VA Outpatient Clinic
   300 W Rosedale
   Ft Worth, TX 76104

4. Houston:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   2002 Holcombe Boulevard
   Houston, TX 77030

5. San Antonio:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   7400 Merton Minter Boulevard
   San Antonio, TX 78284

6. Temple:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   1901 S 1st Street
   Temple, TX 76504

7. Waco:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   4800 Memorial Drive
   Waco, TX 76711

UTAH:

1. Salt Lake City:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   500 Foothill Boulevard
   Salt Lake City, UT 84148

VERMONT:

1. White Rive Jct:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   N Hartland Road
   White River Junction, VT 05009

VIRGINIA:

1. Hampton:

   Audiology & Speech Pathology Service (126)
   VA Medical Center
   Emancipation Drive
   Hampton, VA 23667

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

VIRGINIA:

2. Richmond: Audiology & Speech Pathology Service (126)
VA Medical Center
1201 Broad Rock Boulevard
Richmond, VA 23249

3. Salem: Audiology & Speech Pathology Service (126)
VA Medical Center
1970 Roanoke Boulevard
Salem, VA 24153

WASHINGTON:

1. Seattle: Audiology & Speech Pathology Service (126)
VA Medical Center
1660 S Columbian Way
Seattle, WA 98108

2. Walla Walla: Audiology & Speech Pathology Service (126)
VA Medical Center
77 Wainwright Drive
Walla Walla, WA 99362

WEST VIRGINIA:

1. Clarksburg: Audiology & Speech Pathology Service (126)
VA Medical Center
Milford and Chestnut Streets
Clarksburg, WV 26301

2. Huntington: Audiology & Speech Pathology Service (126)
VA Medical Center
1540 Spring Valley Drive
Huntington, WV 25704

3. Martinsburg: Audiology & Speech Pathology Service (126)
VA Medical Center
Rt 9
Martinsburg, WV 25401

WISCONSIN:

1. Madison: Audiology & Speech Pathology Service (126)
VA Medical Center
2500 Overlook Terrace
Madison, WI 53705

EXHIBIT D

VA AUDIOLOGY & SPEECH PATHOLOGY CLINICS (CONT)

WISCONSIN:

2. Milwaukee: Audiology & Speech Pathology Service (126)
   VA Medical Center
   5000 W National Avenue
   Milwalkee, WI 53295

3. Tomah: Audiology & Speech Pathology (126)
   VA Medical Center
   County Trunk E
   Tomah, WI 54660

WYOMING:

1. Cheyenne: Audiology & Speech Pathology Service (126)
   VA Medical Center
   2360 E Pershing Boulevard
   Cheyenne, WY 82001

2. Sheridan: Audiology & Speech Pathology Service (126)
   VA Medical Center
   Fort Road
   Sheridan, WY 82801

SOLICITATION MAILING LIST APPLICATION

TYPE OF APPLICATION: [X] INITIAL [ ] REVISION | DATE: 3/23/94 | FORM APPROVED OMB NO. 2900-0445 APPROVAL EXPIRES 11-30-87

NOTE: Please complete all items on this form. Insert N/A in items not applicable. See Reverse for Instructions.

3. NAME AND ADDRESS OF FEDERAL AGENCY TO WHICH FORM IS SUBMITTED *(Include ZIP Code)*

Department of Veterans Affairs
Denver Distribution Center
730 Simms St, Rm 147
Denver, CO 80401

4. NAME AND ADDRESS OF APPLICANT *(Include county and ZIP Code)*

Starkey Labs. Inc
PO Box 9457
Minneapolis, (Hennepin), MN 55440

5. TYPE OF ORGANIZATION *(Check one)*

- [ ] INDIVIDUAL
- [ ] NON-PROFIT ORGANIZATION
- [ ] PARTNERSHIP
- [X] CORPORATION, INCORPORATED UNDER THE LAWS OF THE STATE OF Minnesota

6. ADDRESS TO WHICH SOLICITATIONS ARE TO BE MAILED *(If different than Item 4)*

7. NAMES OF OFFICERS, OWNERS, OR PARTNERS

A. PRESIDENT	B. VICE PRESIDENT	C. SECRETARY
William F. Austin	Dale Thorstad	
D. TREASURER	E. OWNERS OR PARTNERS	

8. AFFILIATES OF APPLICANT *(Names, locations and nature of affiliation. See definition on reverse.)*

9. PERSONS AUTHORIZED TO SIGN OFFERS AND CONTRACTS IN YOUR NAME *(Indicate if agent)*

NAME	OFFICIAL CAPACITY	TELEPHONE NO. *(Include area code)*
D. L. Handberg	Division Manager	612-828-9108
Sue Pehringer	Governmental Serv Coordinator	612-828-9176

10. IDENTIFY EQUIPMENT, SUPPLIES, AND/OR SERVICES ON WHICH YOU DESIRE TO MAKE AN OFFER *(See attached Federal agency's supplemental listing and instructions, if any)*

In-The-Ear Hearing Aids, Custom

11A. SIZE OF BUSINESS *(See definitions on reverse)*

- [ ] SMALL BUSINESS *(If checked, complete items 11B and 11C)*
- [X] OTHER THAN SMALL BUSINESS

11B. AVERAGE NUMBER OF EMPLOYEES *(Including affiliates)* FOR FOUR PRECEDING CALENDAR QUARTERS: 2,000

11C. AVERAGE ANNUAL SALES OR RECEIPTS FOR PRECEDING THREE FISCAL YEARS: $ N/A

12. TYPE OF OWNERSHIP *(See definitions on reverse)* *(Not applicable for other than small businesses)*

- [ ] VIETNAM ERA VETERAN-OWNED BUSINESS
- [ ] DISABLED VETERAN-OWNED BUSINESS
- [ ] DISADVANTAGED BUSINESS
- [ ] WOMAN OWNED BUSINESS

13. TYPE OF BUSINESS *(See definitions on reverse)*

- [X] MANUFACTURER OR PRODUCER
- [ ] REGULAR DEALER *(Type 1)*
- [ ] CONSTRUCTION CONCERN
- [ ] SURPLUS DEALER
- [ ] SERVICE ESTABLISHMENT
- [ ] REGULAR DEALER *(Type 2)*
- [ ] RESEARCH AND DEVELOPMENT

14. DUNS NO. *(If available)*: 072-000748

15. HOW LONG IN PRESENT BUSINESS? 1973

16. FLOOR SPACE *(In square feet)*

A. MANUFACTURING	B. WAREHOUSE
185,000	35,000

17. NET WORTH

A. DATE	B. AMOUNT
N/A	$ N/A

18. SECURITY CLEARANCE *(If applicable, check highest clearance authorized)*

FOR	TOP SECRET	SECRET	CONFIDENTIAL
A. KEY PERSONNEL			
B. PLANT ONLY			

C. NAMES OF AGENCIES WHICH GRANTED SECURITY CLEARANCES *(Include dates)*

Plf FOIA Resp 000429

CERTIFICATION – I certify that information supplied herein (Including all pages attached) is correct and that neither the applicant nor any person (or concern) or any connection with the applicant as a principal or officer, so far as is known, is now debarred or otherwise declared ineligible by any agency of the Federal Government from making offers for furnishing materials, supplies, or services to the Government or any agency thereof.

19. NAME AND TITLE OF PERSON AUTHORIZED TO SIGN *(Type or Print)*	20. SIGNATURE	21. DATE SIGNED
R. L. Handberg, Division Manager	[signature]	3/23/94

EXCEPTION TO SF 129

STANDARD FORM 129 (REV 10-83) Prescribed by GSA

Persons or concerns wishing to be added to a particular agency's bidder's mailing list for supplies or services shall file this properly completed and certified Solicitation Mailing List Application, together with such other lists as may be attached to this application form, with each procurement office of the Federal agency with which they desire to do business. If a Federal agency has attached a Supplemental Commodity list with instructions, complete the application as instructed. Otherwise, identify in Item 10 the equipment, supplies and/or service on which you desire to bid. (Provide Federal Supply Class or Standard Industrial Classification Codes if available.) The application shall be submitted and signed by the principal as distinguished from an agent, however constituted.

After placement on the bidder's mailing list of an agency, your failure to respond (submission of bid, or notice in writing, that you are unable to bid on that particular transaction but wish to remain on the active bidder's mailing list for that particular item) to solicitation will be understood by the agency to indicate lack of interest and concurrence in the removal of your name from the purchasing activity's solicitation mailing list for the items concerned.

SIZE OF BUSINESS DEFINITIONS
(See Item 11A.)

a. Small business concern—A small business concern for the purpose of Government procurement is a concern, including its affiliates, which is independently owned and operated, is not dominant in the field of operation in which it is competing for Government contracts and can further qualify under the criteria concerning number of employees, average annual receipts, or other criteria, as prescribed by the Small Business Administration. (See Code of Federal Regulations, Title 13, Part 121, as amended, which contains detailed industry definitions and related procedures.)

b. Affiliates—Business concerns are affiliates of each other when either directly or indirectly (i) one concern controls or has the power to control the other, or (ii) a third party controls or has the power to control both. In determining whether concerns are independently owned and operated and whether or not affiliation exists, consideration is given to all appropriate factors including common ownership, common management, and contractual relationship. (See items 8 and 11A.)

c. Number of employees—(Item 11B) In connection with the determination of small business status, "number of employees" means the average employment of any concern, including the employees of its domestic and foreign affiliates, based on the number of persons employed on a full-time, part-time, temporary, or other basis during each of the pay periods of the preceding 12 months. If a concern has not been in existence for 12 months, "number of employees" means the average employment of such concern and its affiliates during the period that such concern has been in existence based on the number of persons employed during each of the pay periods of the period that such concern has been in business.

TYPE OF OWNERSHIP DEFINITIONS
(See Item 12.)

a. "Disadvantaged business concern"—means any business concern (1) which is at least 51 percent owned by one or more socially and economically disadvantaged individuals; or, in the case of any publicly owned business, at least 51 percent of the stock of which is owned by one or more socially and economically disadvantaged individuals; and (2) whose management and daily business operation are controlled by one or more such individuals.

b. "Women-owned business"—means a business that is at least 51 percent owned by a woman or women who are U.S. citizens and who also control and operate the business.

c. "Vietnam Era Veteran-Owned Business"—A Vietnam era veteran-owned business is defined as a small business, at least 51 percent of which is owned by such a veteran, who also controls and operates the business. Control in this context means exercising the power to make policy decisions. Operate in this context means actively involved in day-to-day management. For the purpose of this definition, eligible veterans include those who served for a period of more than 180 days, any part of which was between August 5, 1964 and May 7, 1975, and were discharged other than dishonorably.

d. Disabled Veteran-Owned Business"—A disabled veteran-owned business is defined as a small business, at least 51 percent of which is owned by such a veteran, who also controls and operates the business. Control in this context means exercising the power to make policy decisions. Operate in this context means actively involved in day-to-day management. For the purpose of this definition, eligible veterans include disabled veterans of any era with a minimum compensable disability of 30 percent, or a veteran of any era who was discharged for disability.

TYPE OF BUSINESS DEFINITIONS
(See Item 13.)

a. Manufacturer or producer—means a person (or concern) owning, operating, or maintaining a store, warehouse, or other establishment that produces, on the premises, the materials, supplies, articles, or equipment of the general character of those listed in Item 10, or in the Federal Agency's Supplemental Commodity List, if attached.

b. Service establishment—means a concern (or person) which owns, operates, or maintains any type of business which is principally engaged in the furnishing of nonpersonal services, such as (but not limited to) repairing, cleaning, redecorating, or rental of personal property, including the furnishing of necessary repair parts or other supplies as part of the services performed.

c. Regular dealer (Type 1)—means a person (or concern) who owns, operates, or maintains a store, warehouse, or other establishment in which the materials, supplies, articles, or equipment of the general character listed in Item 10, or in the Federal Agency's Supplemental Commodity List, if attached, are bought, kept in stock, and sold to the public in the usual course of business.

d. Regular dealer (Type 2)—In the case of supplies of particular kinds (at present, petroleum, lumber and timber products, machine tools, raw cotton, green coffee, hay, grain, feed, or straw, agricultural liming materials, tea, raw or unmanufactured cotton linters and used ADPE). Regular dealer means a person (or concern) satisfying the requirements of the regulations (Code of Federal Regulations, Title 41, 50-201.101(a)(2)) as amended from time to time, prescribed by the Secretary of Labor under the Walsh-Healey Public Contracts Act (Title 41 U.S. Code 35-45). For coal dealers see Code of Federal Regulations, Title 41, 50-201.604(a).

COMMERCE BUSINESS DAILY – The Commerce Business Daily, published by the Department of Commerce, contains information concerning proposed procurements, sales, and contract awards. For further information concerning this publication, contact your local Commerce Field Office.

G.P.O. 1986 - 201-993/81415

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

1. CONTRACT ID CODE | PAGE 1 OF PAGES 6

2. AMENDMENT/MODIFICATION NO.

3. EFFECTIVE DATE: 03-11-94

4. REQUISITION/PURCHASE REQ. NO.

5. PROJECT NO. *(If applicable)*

6. ISSUED BY — CODE

VA Denver Distribution Center
P.O. Box 25166
Denver, CO 80225-0166

7. ADMINISTERED BY *(If other than Item 6)* — CODE

8. NAME AND ADDRESS OF CONTRACTOR *(No., street, county, State and ZIP Code)*

(✓) X — 9A. AMENDMENT OF SOLICITATION NO.: RFP 791-01-94

(✓) X — 9B. DATED *(SEE ITEM 11)*: 02-22-94

10A. MODIFICATION OF CONTRACT/ORDER NO.

10B. DATED *(SEE ITEM 13)*

CODE | FACILITY CODE

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

[X] The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers [ ] is extended, [X] is not extended.

Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing Items 8 and 15, and returning ______ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA *(If required)*

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(✓)	
	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: *(Specify authority)* THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES *(such as changes in paying office, appropriation date, etc.)* SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
	D. OTHER *(Specify type of modification and authority)*

E. IMPORTANT: Contractor [ ] is not, [ ] is required to sign this document and return ______ copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION *(Organized by UCF section headings, including solicitation/contract subject matter where feasible.)*

SOLICITATION NUMBER RFP 791-01-94 IS AMENDED AS NOTED ON THE ATTACHED PAGES.

Plf FOIA Resp 000431

Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER *(Type or print)*

16A. NAME AND TITLE OF CONTRACTING OFFICER *(Type or print)*: Elaine Williams, Contracting Officer

15B. CONTRACTOR/OFFEROR

(Signature of person authorized to sign)

15C. DATE SIGNED

16B. UNITED STATES OF AMERICA

BY [signature]

(Signature of Contracting Officer)

16C. DATE SIGNED: 03-11-94

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT (CONT.)

Page 2 of 6
Amendment No. 1

RFP 791-01-94

Amend the following pages as indicated:

1. **ADD the following NOTE to page 2:**

NOTE: Failure to sign clause, 52,203-8, Requirement for Certificate for Procurement Integrity (NOV 1990), located in Section K, Page 40, will result in the rejection of your offer.

2. **CHANGE 1a, Physical Characteristics, on page 4, sentence number 7, to read as follows:**

It is preferred that serial numbers begin with the year of manufacture.

3. **CHANGE Color of Transmitter on page 4 to read Color of Case.**

4. **CHANGE 1b, General Technical Requirements, page 5, paragraph 4, to read as follows:**

Aids shall have a high coherence function ($\geq$0.9) at 70 dB SPL input level.

5. **ADD to the Matrix Book Requirements, on page 6 , the following:**

The 2cc coupler in a Frye test box, according to ANSI S3.22 1992, will be used to evaluate the matrix aid selections.

6. **DELETE: The technical requirements to preserve frequency response shape at input levels of 50-90 dB SPL is deleted on pages 4 and 5.**

7. ADD to Guarantees, page 16, as second paragraph, the following:

Additional Components (within two year guarantee)

The clinic will request a purchase order for the new option. The Denver Distribution Center will open a new purchase order per clinic request and forward to contractor. The contractor should forward original invoice plus one copy to the VA Audiology Clinic for certification. Invoice should be itemized listing component added, charges, and serial number changes if applicable. In the event that the additional modification fails to effect the desired improvement, the VA Audiology Clinic shall be allowed to return the hearing aid within 30 days, for further modification or notify the contractor that the hearing aid cannot be utilized by the veteran.

8. CHANGE Warranty (VA orders only), page 16, to read as follows:

Warranty (VA orders only) (Within 90 days)

The contractor agrees that upon receipt of the Custom In-The-Ear hearing aid by the VA Audiology Clinic, a 90-day period will commence in which to determine whether the hearing aid received provides the veteran with the desired improvement in hearing. If within the 90-day period, the VA Audiology Clinic determines that the hearing aid is inadequate or that modification are required, the hearing aid will be returned to the contractor for modification or credit. In the event that the additional modification fails to effect the desired improvement, the VA Audiology Clinic shall be allowed to return the hearing aid within 30 days, for further modification or notify the contractor that the hearing aid cannot be utilized by the veteran.

1. Model Change:

Contractor will credit entire purchase order. Clinic will re-order new aid. Denver Distribution Center will open new purchase order and forward to contractor. Contractor will re-invoice and forward original invoice plus one (1) copy to clinic for certification.

8. Cont., Warranty.

2. Modifications:

(a) Any change that requires the contractor to change the serial number: The contractor will credit entire purchase order. Clinic will re-order new aid. Denver Distribution Center will open new purchase order and forward to contractor. Contractor will re-invoice and forward original invoice plus one (1) copy to clinic for certification.

(b) Any change that does not require a serial number change: The contractor will credit the original option. The clinic will request a purchase order for the new option. The Denver Distribution Center will open a new purchase order per clinic request and forward to contractor. Contractor will re-invoice and forward original invoice plus one (1) copy to clinic for certification.

3. Changes Prior to Invoicing

For any change **PRIOR** to invoicing, contractor will contact clinic for authorization and clinic will notify Denver Distribution of the authorized change. DDC will adjust the original purchase order.

4. Return Aid for Credit

When the hearing aid cannot be utilized by the veteran within the 90 day warranty period, the VA Audiology Clinic will send the aid back to the contractor requesting a credit. The contractor will issue a credit memo to Denver Distribution Center within 30 days after receipt of aid.

9. CHANGE III Discounts, page 29, first sentence, to read as follows:

The following concessions are offered to the Government for delivery F.O.B Destination, to VA Medical Facilities listed on Exhibit "D" of this proposal, and with guarantee requirements as listed on page 16 of this solicitation.

10. CHANGE Instructions to Offerors, page 53, seventh paragraph, to read as follows:

Offerors shall submit all five (5) samples described above, each with an Exhibit "A", within 21 days after receipt of audiological data, matrix selections, and KEMAR's ear impressions.

11. CHANGE Evaluation Factors for Award, on page 56, third sentence, to read as follows:

An award will not be made to any offeror whose hearing aid samples do not meet all the Physical Characteristics, General Technical Requirements, Special Technical Requirements for high frequency emphasis circuitry, as well as all Fitting Rationale and Matrix Book Requirements.

12. CHANGE Index of Characteristics, on page 56, second sentence, to read as follows:

Harmonic Distortion, Equivalent Input Noise Level, Index of Effectiveness, Uniformity of Slope, and Coherence (with 70 dB input level).

13. ADD to Section M, page 58, the following:

M-FSS-306 Offers on Identical Products (APR 1984)

(a) The Government will award only one contract for each specific product.

(b) When two or more suppliers offer the identical product award will be made competitively to only one offeror on the basis of the lowest net price offered. (Discounts for early payment will not be considered as an evaluation factor in determining the low offeror.)

14. CHANGE the first paragraph, Exhibit "A", page 59, to read as follows:

For each model, please complete and submit this form together with proposal to the address and by the date specified in blocks 8 and 9, Standard Form 33. Leave Number 8, page 60, blank. For each sample provided for evaluation, please complete Exhibit "A" including number 8 and forward to the Audiology and Speech Pathology Service.

15. CHANGE Exhibit "B", page 61, Response Versus Frequency, last sentence to read as follows:

Recordings will be made over the range of 100 to 7000 Hz.

16. CHANGE Exhibit "B", page 62, Number 7, Coherence, first sentence, to read as follows:

With the volume control set as in No. 2 above, and a sound input level of 70 and 80 dB SPL $\pm$0.5 dB, a measurement will be made of the coherence using the speech weighted random noise signal.

17. DELETE (peak vs use) after Gain and SSPL, Exhibit "F", page 85.

STARKEY
NEW AID PRICE LIST

MODEL		PRICE LIST	PRICE	DISCOUNT
CE9		$179.99	$124.24	31.0%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Full Concha Aid	**TOTAL**	**$244.97**	**$148.73**	**39.3%**
CE9		$179.99	$124.24	31.0%
Half Concha		79.99	48.99	38.8%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Half Concha Aid	**TOTAL**	**$324.96**	**$197.72**	**39.2%**
CE9		$179.99	$124.24	31.0%
Low Profile		19.99	12.50	37.5%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Low Profile Aid	**TOTAL**	**$264.96**	**$161.23**	**39.2%**
INTRA V		$319.99	$214.59	33.0%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.49	30.0%
Canal Aid	**TOTAL**	**$384.97**	**$229.08**	**40.5%**
INTRA V		$319.99	$214.59	33.0%
Secret Ear		49.99	34.99	30.0%
OSP		29.99	00.00	100.0%
2nd Year Warranty		34.99	24.99	30.0%
ULTRA SMALL	**TOTAL**	**$434.97**	**$274.07**	**37.0%**

*** 31% ON OPTIONS**

***TERMS NET 30 DAYS**

*** F.O.B. DESTINATION**

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	**OPEN MARKET PRICE**	**VA PRICE**
CE 9 (FULL CONCHA)	$179.99	$179.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$244.97	$244.97
LESS DISCOUNT		$96.24
TOTAL	**$244.97**	**$148.73**
DISCOUNT %		39.3

BATTERY: 13 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
CE H9	$179.99	$179.99
HALF SHELL	$79.99	$79.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$324.96	$324.96
LESS DISCOUNT		$127.24
TOTAL	**$324.96**	**$197.72**
DISCOUNT %		39.2

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	OPEN MARKET PRICE	VA PRICE
CE L9	$179.99	$179.99
LOW PROFILE	$19.99	$19.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$264.96	$264.96
LESS DISCOUNT		$103.73
TOTAL	**$264.96**	**$161.23**
DISCOUNT %		39.2

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	**OPEN MARKET PRICE**	**VA PRICE**
SA C9 (CANAL)	$319.99	$319.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$384.97	$384.97
LESS DISCOUNT		$155.89
TOTAL	**$384.97**	**$229.08**
DISCOUNT %		40.5

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM

STARKEY PRICE EXHIBIT "A"

MARCH 23, 1994
STARKEY LABS INC
SOLICITATION OFFER # RFP 791-01-94

MODEL	**OPEN MARKET PRICE**	**VA PRICE**
SA S9 (SECRET EAR)	$319.99	$319.99
ISE	$49.99	$49.99
OSP	$29.99	$29.99
2ND YEAR WARRANTY	$34.99	$34.99
	$434.96	$434.96
LESS DISCOUNT		$160.89
TOTAL	**$434.96**	**$274.07**
DISCOUNT %		37.0

BATTERY: 312 ZINC AIR
COLOR: SEE ORDER FORM